



**Roadnight Taylor**

THE INDEPENDENT POWER CONSULTANCY

Make the most  
from generation  
and storage  
technologies



@RoadnightTaylor

# Who are Roadnight Taylor?

- The independent power consultancy, representing:
  - Farms and estates
  - Commercial and industrial clients
  - Public sector and utilities
- We get our clients more from (variously) developers, manufacturers, installers, operators and aggregators



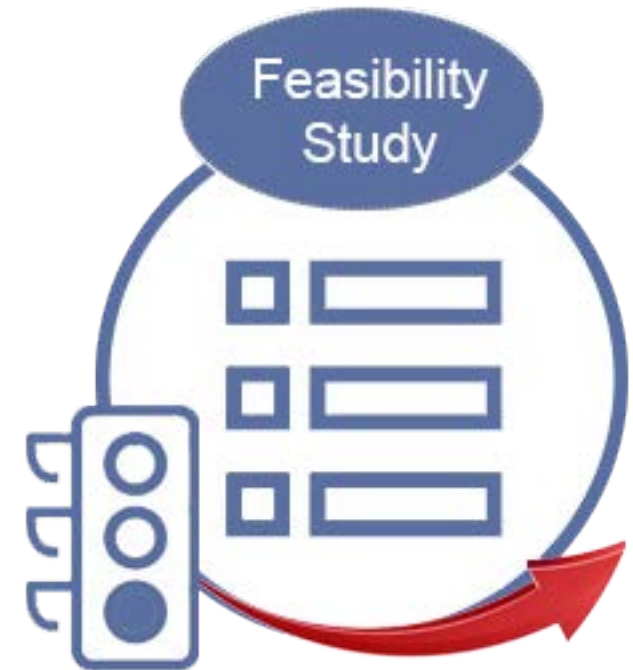
# How to make the most?

Competition!

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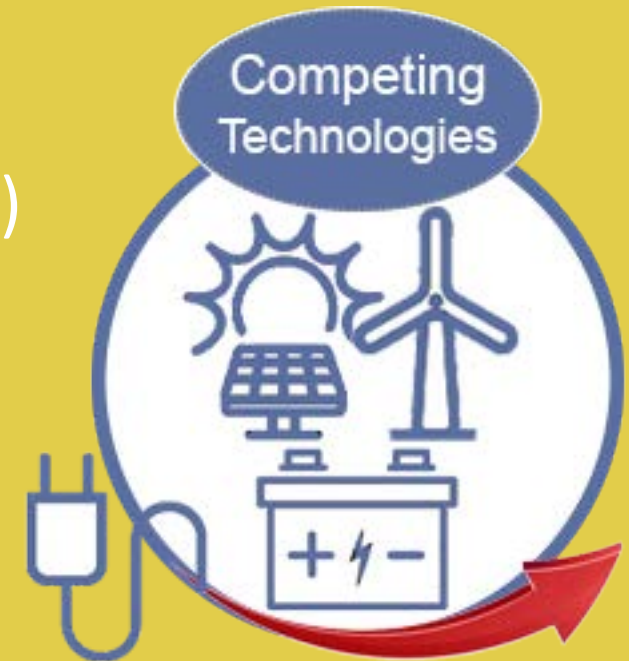
Competition!

But first... do you have a genuine opportunity?



# Pit technologies against one another

- Battery storage is not the only technology!
- The local grid is likely to work for just one (if any)
- Developers are technology-specific; and
- Grid applications are technology-specific
- Markets move relative to one-another



# Weigh the benefits of different scales

- Ground rent is on a per-megawatt basis
- Make your land (and/or capital) work its hardest
- Ensure all connection voltages are considered
- Ensure the optimum capacity





# Access a competitive marketplace

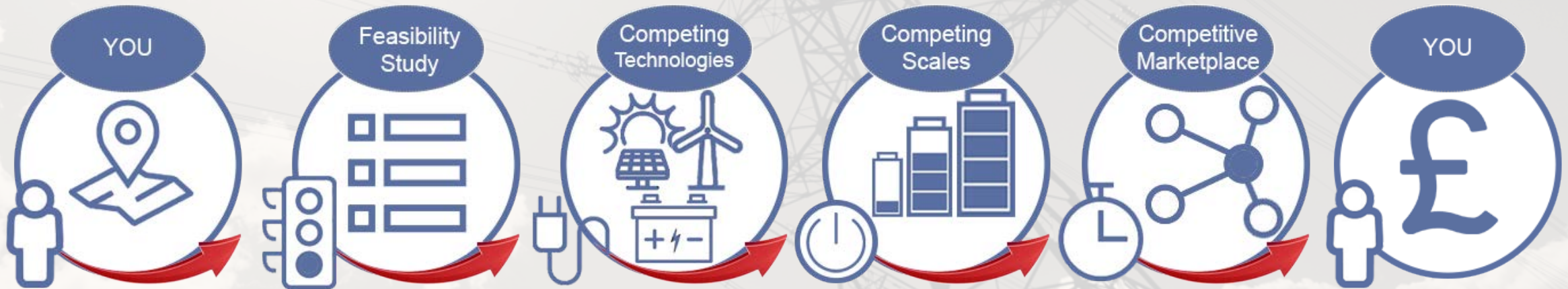
- Only work with the best developers; and
- Only through transparent competition; but
- Always secure grid capacity first (and fast); but
- Not in your own name (unless investing capital)
- Use a safe legal framework – remain in control





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